

STATUS OF THE CLAIMS

The text of all pending claims, (including withdrawn claims) is set forth below. Cancelled and not entered claims are indicated with claim number and status only. The claims as listed below show added text with underlining and deleted text with ~~strikethrough~~. Deletions of fewer than five characters are shown with ~~[[double brackets]]~~. The status of each claim is indicated with one of (original), (currently amended), (cancelled), (withdrawn), (new), (previously presented), or (not entered). Please AMEND claim 7 in accordance with the following:

Claims 1-6 (Cancelled)

7. (Currently Amended) A remote negotiation apparatus which allows, before a sale of a vehicle, a first operation terminal used by a salesman of the vehicle and a second operation terminal used by a customer to bi-directionally communicate and remotely negotiate in real-time through a communication environment, the remote negotiation apparatus comprising:

a control unit; and

computer-executable instructions stored in computer-readable memory which when executed by the control unit:

cause a display of a predetermined form corresponding to a commercial transaction document related to the vehicle on the first operation terminal, cause a request of the salesman to input information content necessary for preparing the commercial transaction document, and cause storage of the input information content in a storage device, and which~~[[,]]~~ cause, on the basis of the information content stored in the storage device and updated in real-time, a display of a commercial transaction document on the second operation terminal having the same information content as the commercial transaction document prepared by the salesman,

wherein the commercial transaction document is at least one of an estimate, a contract, and a purchase order,

wherein the computer-executable instructions, when executed by the control unit, further cause a request for alternative selection between a temporary storage state and a final storage state as a storage state in storing the information content of the commercial transaction document in the storage device, and when the selected storage state is the temporary storage state, cause a condition in the apparatus whereby a change of the information content of the commercial transaction document by the customer is permitted, and the commercial transaction document is updated in real-time on the basis of the changed information content, and when the selected storage state is the final storage state, cause a condition in the apparatus whereby a change of the information content of the commercial transaction document by the customer is

prohibited, and

wherein the computer-executable instructions, when executed by the control unit, cause a condition in the apparatus which prohibits, even when the selected storage state is the temporary storage state, a change of the information content of the commercial transaction document when a degree of the change of the information content of the commercial transaction document by the customer exceeds a predetermined range.

8. (Previously Presented) The apparatus according to claim 7, wherein when the selected storage state is the temporary storage state and the customer completes a change of the information content of the commercial transaction document, the salesman is notified that the customer has completed the change of the information content of the commercial transaction document.

9. (Previously Presented) The apparatus according to claim 7, wherein when the selected storage state is the temporary storage state, and an approval operation for the information content of the commercial transaction document in the temporary storage state is executed by the customer, said control unit executes to cause a condition in the apparatus which changes the storage state to the final storage state.

10. (Previously Presented) The apparatus according to claim 7 further comprising:
computer-executable instructions stored in computer-readable memory which when executed by the control unit:

facilitate receipt of an instruction, from the customer, for designating a third party who is permitted to browse the commercial transaction document having the same information content as that of the commercial transaction document that the customer is permitted to browse,

cause the control unit to provide, to the designated third party, information content related to the commercial transaction document having the same information content as that of the commercial transaction document provided to the customer, and

cause a condition in the apparatus which prohibits a change of the information content of the commercial transaction document by the designated third party, even when the selected storage state is the temporary storage state.

11. (Previously Presented) The apparatus according to claim 7, wherein the information

content of the commercial transaction document specifies a providing price of the vehicle, and when the selected storage state is the temporary storage state, said control unit executes to cause a condition in the apparatus which permits a change, by the salesman, of the providing price of the vehicle.

12. (Cancelled)

13. (Previously Presented) A remote negotiation method of allowing, before a sale of a vehicle, a first operation terminal used by a salesman of the vehicle and a second operation terminal used by a customer to bi-directionally communicate and remotely negotiate in real-time through a communication environment, the remote negotiation method comprising:

- displaying a predetermined form corresponding to a commercial transaction document related to the vehicle on the first operation terminal;

- requesting the salesman to input information content necessary for preparing the commercial transaction document;

- storing the input information content in a storage device;

- receiving a commercial transaction document browsing request from the customer;

- upon receiving the browsing request from the customer, displaying on the basis of the information content stored in the storage device and updated in real-time on the second operation terminal, a commercial transaction document having the same information content as the commercial transaction document prepared by the salesman;

- requesting alternative selection between a temporary storage state and a final storage state as a storage state in storing the information content of the commercial transaction document in the storage device, and when the selected storage state is the temporary storage state, permitting a change of the information content of the commercial transaction document by the customer, and updating the commercial transaction document in real-time on the basis of the changed information content, and when the selected storage state is the final storage state, prohibiting a change of the information content of the commercial transaction document by the customer,

- wherein the commercial transaction document is at least one of an estimate, a contract, or a purchase order; and

- prohibiting, even when the selected storage state is the temporary storage state, a change of the information content of the commercial transaction document by the customer when a degree of the change of the information content of the commercial transaction document

exceeds a predetermined range.

14. (Previously Presented) Computer-executable instructions stored in computer-readable media which, when executed by a computer, cause the computer to conduct a remote negotiation method of allowing, before a sale of a vehicle, a first operation terminal used by a salesman of the vehicle and a second operation terminal used by a customer to bi-directionally communicate and remotely negotiate in real-time through a communication environment, the remote negotiation method comprising:

- displaying a predetermined form corresponding to a commercial transaction document related to the vehicle on the first operation terminal;

- requesting the salesman to input information content necessary for preparing the commercial transaction document;

- storing the input information content in a storage device;

- receiving a commercial transaction document browsing request from the customer;

- upon receiving the browsing request from the customer, displaying on the basis of the information content stored in the storage device and updated in real-time on the second operation terminal, a commercial transaction document having the same information content as the commercial transaction document prepared by the salesman;

- requesting alternative selection between a temporary storage state and a final storage state as a storage state in storing the information content of the commercial transaction document in the storage device, and when the selected storage state is the temporary storage state, permitting a change of the information content of the commercial transaction document by the customer, and updating the commercial transaction document in real-time on the basis of the changed information content, and when the selected storage state is the final storage state, prohibiting a change of the information content of the commercial transaction document by the customer,

- wherein the commercial transaction document is at least one of an estimate, a contract, or a purchase order; and

- prohibiting, even when the selected storage state is the temporary storage state, a change of the information content of the commercial transaction document by the customer when a degree of the change of the information content of the commercial transaction document exceeds a predetermined range.